

Message Text

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44

ACTION OFA-01

INFO OCT-01 ARA-10 ISO-00 IO-10 CIAE-00 DODE-00 PM-03 H-02

INR-07 L-02 NSAE-00 NSC-05 PA-02 PRS-01 SP-02 SS-15

USIA-15 DLOS-05 EUR-12 OES-05 AID-05 ACDA-10 AGR-10

CEA-01 CEQ-01 CG-00 CIEP-02 COME-00 DOTE-00 EB-07

EPA-04 ERDA-07 FMC-02 INT-05 JUSE-00 NSF-02 OMB-01

FEA-01 /156 W

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R 021923Z APR 75

FM AMEMBASSY MONTEVIDEO

TO SECSTATE WASHDC 8564

INFO AMEMBASSY BRASILIA

AMEMBASSY BUENOS AIRES

AMEMBASSY COPENHAGEN

AMEMBASSY LIMA

AMEMBASSY MEXICO

AMEMBASSY MOSCOW

AMEMBASSY SOFIA

AMEMBASSY WARSAW

UNCLAS MONTEVIDEO 1063

E.O. 11652: N/A

TAGSC EFIS, UY

SUBJ: VISITS OF BULGARIAN AND POLISH FISHERIES
DELEGATIONS

REF: A)STATE 66140, B) MVD 163, C) MVD 275(NOTAL),
C) MVD 806 (NOTAL)

1. BULGARIAN FISHERIES DELEGATION ARRIVED URUGUAY MARCH 8 FROM
BRAZIL AND DEPARTED MARCH 15FOR BUENOS AIRES. PURPOSE OF THE
VISIT WAS TO GATHER INFORMATION AND HOLD EXPLORATORY TALKS ON
POSSIBLE FUTURE COOPRATION IN FISHING INDUSTRY.

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2. FOLLOWING INFORMATION KEYED TO QUESTIONS RAISED REF A, PARA 3:

A. DRAGNIANEDEV, DIRECTOR, BULGARIAN STATE FISHING COMPANY; NICOLAY NEDIALKOV, LEGAL ADVISOR, GEORGI KARAKADIEV, FISHERIES TECHNICIAN.

B. DISCUSSIONS WERE CORDIAL BUT DID NOT REACH THE STAGE OF PURCHASES, OR WHAT METHODS OF PAYMENT MIGHT BE. ACCORDING TO PRESS REPORTS, THE DELEGATION INDICATED IT WAS LESS INTERESTED IN THE PURCHASE OF FISH OR PRODUCTS AND MORE INTERESTED IN DIRECT PARTICIPATION IN THE INDUSTRY. BULGARIA GRANTED URUGUAY A \$5 MILLION CAPITAL GOODS CREDIT IN 1971 WHICH HAS NEVER BEEN USED AND BILATERAL TRADE IS VERY SMALL.

C. NO PLANS FOR FISHERIES AID WERE ANNOUNCED, NOR DID PRESS REPORT ANY DISCUSSIONS OF SUCH AID TO URUGUAY.

D. BULGARIAN DELEGATION INITIALLY PROPOSED AN AGREEMENT WHICH WOULD ALLOW BULGARIAN REFRIGERATOR SHIPS TO OPERATE IN URUGUAYAN WATERS. GOU REJECTED THIS AS URUGUAYAN FISHING LAW LIMITS NUMBER OF SUCH VESSELS OPERATING IN ITS WATERS TO THREE AND THERE ARE ALREADY THREE HERE. THERE WERE NO REPORTS OF OTHER DISCUSSIONS CONCERNING BULGARIAN VESSELS OPERATING IN URUGUAYAN WATERS.

E. BULGARIAN DELEGATION EXPRESSED INTEREST IN FORMING URUGUAYAN BASED FISHING COMPANY, EITHER AS A JOINT VENTURE OR WITH 100 PERCENT BULGARIAN CAPITAL. URUGUAYANS WELCOMED SUCH AN ENTERPRISE PROVIDED IT COMPLIED WITH THE URUGUAYAN LAW INCLUDING REQUIREMENTS THAT ALL BOATS BE NEW; THAT THEY FLY URUGUAYAN FLAG AND THAT CREWS BE AT LEAST 50 PERCENT URUGUAYAN (I.E., SAME CONDITIONS URUGUAY REQUIRES OF ALL WOULD-BE INVESTORS). BULGARIAN OFFER ALSO INCLUDED CONSIDERATION OF A FISH PROCESSING PLANT FOR PROPOSED COMPANY'S OPERATIONS. PRESS REPORTS INDICATED UPON DELEGATION'S DEPARTURE THAT URUGUAYAN POSSIBILITIES WOULD BE EVALUATED UPON RETURN HOME. (COMMENT: DISCUSSIONS DID NOT PASS BEYOND THIS EXPLORATORY STAGE. IN URUGUAY, GENERAL REGULATION AND CONTROL OF FISHING INDUSTRY IS NUMBER NATIONAL FISHING COMMISSION, WHICH WOULD NOT BECOME INVOLVED IN A JOINT VENTURE. THE COMMISSION, HOWEVER, WOULD APPROVE OR

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DISAPPROVE ANY ARRANGEMENTS THE BULGARIANS MIGHT MAKE, EITHER FOR THEIR OWN COMPANY OR FOR A JOINT VENTURE WITH A PRIVATE URUGUAYAN COMPANY. WE UNWARE THAT ANY ACTUAL NEGOTIATIONS TOOK PLACE DURING VISIT ALTHOUGH DELEGATION DID MEET WITH PRIVATE COMPANIES.

3. ACCORDING TO PRESS REPORTS, THE DELEGATION SAID ITS VISIT TO LATIN AMERICA WAS DUE TO BULGARIAN GOVERNMENT'S WISH TO

INCREASE ANNUAL INTERNAL CONSUMPTION OF FISH PRODUCTS BY 56,000 TONS WITHIN NEXT SEVERAL YEARS.

4. A SIMILAR VISIT WAS MADE BY A POLISH DELEGATION ON FEB 24. THIS TWO-MAN DELEGATION REPRESENTED THE POLISH FISHING COMPANIES, RYBEX AND DALMOR. DISCUSSIONS WERE ALONG SIMILAR LINES, INCLUDING OFFER FOR ESTABLISHMENT OF ENTERPRISE, MIXED OR NOT, AND COMPLIANCE WITH URUGUAYAN FISHING REGULATIONS. POLISH OFFER REPORTEDLY INCLUDED PROVIDING FIVNEW FISHING BOATS. DELEGATION LEFT FEBRUARY 27 FOR LIMA.

5. THE SOVIET EMBASSY IN MONTEVIDEO HAS ANNOUNCED THAT IT ALSO WILL HAVE A VISITING FISHERY DELEGATION IN THE NEAR FUTURE TO EXPLORE MEANS OF MUTUAL COOPERATION.

6. COMMENT: BOT THE BULGARIAN AND POLISH DELEGATIONS MADE EXTENSIVE CONTACTS IN GOVERNMENT AND PRIVATE SECTORS. OUR IMPRESSON IS THAT GOU SHOWED NEITHER A DISPOSITION TO ACCORD THE VISITORS SPECIAL TREATMENT NOR TO ERECT ANY BARRIERS. RATHER, GOU'S DEVELOPMENT PLANS AND SHORT TERM GOALS WERE EXPLAINED TO VISITORS WHO COULD THEN CONSIDER WHETHER THESE CONDITIONS SUITED THEM OR NOT. URUGUAY IS DEVELOPING ITS FISHING INDUSTRY TO MEET ITS NEEDS, AND THE PROCESS IS ONE THAT APPEARS WELL THOUGHT OUT AND PURPOSEFUL. PRIVATE FISHING COMPANIES ARE EXPECTED TO CARRY OUT THE MAJOR ROLE, UNDER GUIDANCE OF NATIONAL FISHING COMMISSION, IN INCREASING PRODUCTION FROM 20,000 MT TO 200,000 MT OVER NEXT FEW YEARS TO TAKE ADVANTAGE OF RICH FISHERIES AND POTENTIAL EXPORTS (REF C AND D). BOTH BULGARIAN AND POLISH DELEGATIONS APPEARED TO HAVE BEEN AS BILLED, I.E. EXPLORATORY.
SIRACUSA

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